TO: Marianne Bixler   September 6, 2002
                Purchase Bureau

FROM: Anthony Gibbons
                Betty Scarlata
                OIT Contract Services

RE: Dell and Compaq Volume Quotes

Continuing OIT and the Purchase Bureau's effort to avoid future years' cost increases, we requested volume quotes against the Minicomputer, Workstation, Microcomputer State Contract for specified Dell and Compaq microcomputers. On September 2, 2002, we received quotes from Dell Marketing and Compaq.

The quoted prices from Dell are as follows:

Dell Model	Volume Price	Volume Reduction
Optiplex GX260 2.0 GHz	$892	$133
Latitude C510	$1497	$252
Latitude C640	$1623	$36
Latitude C840	$1803	$41

Based on the above, we recommend an award to Dell Marketing for the Dell PCs.

Agencies ordering from Dell should refer to the following order codes:

Dell Model	Order #
Optiplex GX260 2.0 GHz	89063135
Latitude C510	89067785
Latitude C640	89067960
Latitude C840	89068004

The quoted prices from Compaq are as follows:

Compaq Model	Volume Price	Volume Reduction
Evo 510 Convertible Mini-tower	$824	$478
Evo 510 Ultra Slim Desktop	$765	$279
Evo 510 Small Form Factor	$824	$458

Agencies ordering from Compaq should refer to quote number GA222918.

I will prepare an addendum to the mini/micro/workstation contract based on the above information.

If you have any questions, please give me a call.

CC -   Peter Roselli, OMB
       George Hulse

State of New Jersey
Volume Purchase Addendum
August 30, 2002

Compaq Computer Corporation - 20555 State Highway 249 - MC 590301 - Houston, TX 77070
Government - Education - Medical Sales
PRICE QUOTATION for Contract A81249

Quote Number: GA222918
August 30, 2002

Product availability and product discontinuation is subject to change without notice. The prices in this quotation are valid from August 30, 2002 to December 31, 2002.   Please include the quote number from this quote on the corresponding purchase order and VUS 009268801 special pricing case number.

	Mini Tower	**Ultra Slim Desktop**	**Small Form Factor**
Model Number	470033-811	470033-789	470034-611
State Price	$1,128.00	$870.00	$1,108.00
VPA	$689.00	$630.00	$689.00
	PIV 2GHz	PIV 1.7GHz	PIV 2GHz
	220 watts	50 watts	175 watts
	Convtbl mini tower	Ultra Slim Desktop Case	SFF case style
	3 PCI slots +2 exp	0 PCI slots	2 PCI slots
	Floppy 3.5" 1.44MB	Opt multi-bay Floppy	Floppy 3.5" 1.44MB
	Int Ex Graphics 64MB	Int Ex Graphics 64MB	Int Ex Graphics 64MB
	4 USB, 1 Par, 2 Ser, 2 PS2	5 USB 2.0 (opt leg ports)	4 USB, 1 Par, 2 Ser, 2 PS2
	256MB exp 2GB	256MB exp 2 GB	256MB exp 2 GB
	L2 512-KB	L2 512-KB	L2 512-KB
	40GB 7200RPM	20GB 5400RPM	40GB 7200RPM
	104 key easy access	104 key easy access	104 key easy access
	Intel Pro/100 VM Net	Intel Pro/100 VM Net	Intel Pro/100 VM Net
	3YR onsite warranty	3YR onsite warranty	3YR onsite warranty
	MS W2000	MS W2000	MS W2000
	Premium Int Speaker	Premium Int Speaker	Premium Int Speaker
	2 button scroll mouse	2 button scroll mouse	2 button scroll mouse
	400 MHz front side bus	400 MHz front side bus	400 MHz front side bus
	Monitor	**Monitor**	**Monitor**
	17" .24/.28dot pitch	**17" .24/.28dot pitch**	**17" .24/.28dot pitch**
Model Number	261606-001	261606-001	261606-001
State Price	$174.00	$174.00	$174.00
VPA	$135.00	$135.00	$135.00
State Price Bundle	$1,302.00	$1,044.00	$1,282.00
VPA Bundle	$824.00	$765.00	$824.00
Savings to State	$478.00	$279.00	$458.00

Purchase of a monitor is not required to order the desktops at VPA pricing.

Additional Compaq Product offered to the State of New Jersey via VPA

HARD DISK OPTIONS

251974-B21	20GB ultra ATA	**State Price**	$193	**VPA Price**	$115
201066-B21	40GB ultra ATA	**State Price**	$201	**VPA Price**	$125
250020-B21	80GB ultra ATA	**State Price**	$280	**VPA Price**	$165
250021-B21	120GB ultra ATA	**State Price**	$339	**VPA Price**	$200
250826-B21	20GB multibay HD	**State Price**	$252	**VPA Price**	$150

MONITOR OPTIONS

261606-001	17" S7500	**State Price**	$174	**VPA Price**	$135
244373-001	17" P720 Professional	**State Price**	$319	**VPA Price**	$240
261615-003	19" S9500	**State Price**	$261	**VPA Price**	$190
244375-001	19" P920 Professional	**State Price**	$494	**VPA Price**	$365
244374-001	21" P1220 Professional	**State Price**	$882	**VPA Price**	$660
263874-003	15" TFT 5017	**State Price**	$499	**VPA Price**	$430
279414-001	15" TFT 5017 w/spkrs	**State Price**	$509	**VPA Price**	$430
228134-001	15" TFT 5030 flat panel	**State Price**	$620	**VPA Price**	$515
253217-001	17" TFT 7020	**State Price**	$775	**VPA Price**	$585
234362-001	18" TFT 8030	**State Price**	$1260	**VPA Price**	$975

OPERATING SYSTEMS

Windows 2000 and XP Included dual boot

MEMORY OPTIONS

282433-B21	128 MB DDR 266mHz	**State Price**	$77	**VPA Price**	$55
282434-B21	256 MB DDR 266mHz	**State Price**	$145	**VPA Price**	$65
282435-B21	512 MB DDR 266mHz	**State Price**	$280	**VPA Price**	$155

STORAGE AND OTHER OPTIONS

187217-B22	48X CD ROM	**State Price**	$122	**VPA Price**	$63
272851-B22	DVD RW	**State Price**	$369	**VPA Price**	$265
268985-B22	32X/10X/40X CDRW	**State Price**	$145	**VPA Price**	$75
273504-B22	16X combo CDRW/DVD	**State Price**	$193	**VPA Price**	$120
238401-B21	multibay 8X DVD	**State Price**	$193	**VPA Price**	$125
269088-B25	multibay CDRW	**State Price**	$247	**VPA Price**	$125
267145-008	PS/2 Easy Access Keybd	**State Price**	$38	**VPA Price**	$20
170299-B22	scroll mouse kit	**State Price**	$22	**VPA Price**	$15
195255-B25	USB 2 button scroll ms	**State Price**	$45	**VPA Price**	$27
265985-B21	USB optical mouse	**State Price**	$43	**VPA Price**	$25
179579-B21	Matrox G200 32MB 4port	**State Price**	$892	**VPA Price**	$725
159513-B21	Matrox G200 4port	**State Price**	$726	**VPA Price**	$640
202389-B21	Matrox G450 AGP 32MB	**State Price**	$123	**VPA Price**	$85
250227-B21	Matrox G550 AGP 32 MB	**State Price**	$290	**VPA Price**	$199
273304-B21	nVidia Quadro 4 200	**State Price**	$131	**VPA Price**	$95
273305-B21	nVidia Quadro 4 400 NVS	**State Price**	$824	**VPA Price**	$475
263872-001	JBL platinum series spkrs	**State Price**	$24	**VPA Price**	$16

OptiPlex GX260 2.0Ghz

Midnight grey chassis
Intel Pentium 4 processor w/ 845G chipset
512K advanced transfer cache
Integrated Intel Gigabit Ethernet 10/100/1000 LOM w/ASF and Remote Wake-up
128MB DDR SDRAM 266
20GB EIDE Hard Drive[1]
17" Dell M782 (16" viewable) monitor
48X Variable speed EIDE CD-ROM/Desktop & Tower Chassis
24X Variable speed EIDE CD-ROM/Small Form Factor Chassis
Integrated Intel Extreme Graphics with up to 48MB shared memory
Integrated AC97 sound
Microsoft Windows 2000, SP2
PS/2 Entry Level Keyboard, Dell 2-button PS/2 Mouse, Mouse Pad
3-Year Next-Business-Day On-Site Service[2]
Q# 89063135 - Small Desktop Chassis- VPA $892 State Contract $1025
Add CFI Image (min. 25 units) - $60/unit

DELL ®

Dell® Latitude®Notebooks

- Intel® Celeron® 1.06 GHz-M Processor (C510)
- Intel® Pentium® 4 1.60 GHz-M Processor (C640)
- Intel® Pentium® 4 1.80 GHz-M Processor (C840)
- Microsoft® Windows® 2000 Operating System SP2, CD, NTFS
- 128MB SDRAM 133MHz Memory (C510)
- 128MB DDR SDRAM 266 MHz Memory (C640/C840)
- 20GB Ultra ATA Hard Drive
- 14.1" XGA Active Matrix TFT (C510/C640**)**
- 15" SXGA+ or UXGA Active matrix (TFT) display (C840)
- Integrated 2-speakers with Sound Blaster Emulation
- Integrated ATI Mobility RADEON 128-bit with 16MB 4x AGP (C510/C640)
- NVidia GeForce4 440 Go 128-bit 4X AGP with 32MB DDR VRAM (C840)
- Integrated 3 Com 10/100 Ethernet LAN
- Integrated 56K v. 92 capable modem
- 24X* CD-ROM and 3.5" Floppy included
- Ports: 1 each Parallel, Serial, Video, P/S 2, Infrared, Audio (In & Out), USB (2 USB- C840)
- 2 PCMCIA Card Slots
- Mini-PCI slot
- Smart Li-Ion Battery with Express Charge™ technology
- Dell Dual Point pointing solution; Touch pad and Track stick
- Dell 3yr Warranty: 3 years NBD On-site∇$^\Omega$

		State Contract	**VPA**
Latitude C510 Quote #89067785		$1749	$1497
Latitude C640 Quote #89067960		$1659	$1623
Latitude C840 Quote #89068004		$1844	$1803

Prices and specifications are valid only in the U.S. and are subject to change without notice. $^\Omega$ Battery performance features such as charge time and life span can vary according to the conditions under which the computer and battery are used. Service may be provided by third-party. Technician will be dispatched if necessary following phone-based troubleshooting. To receive next business day service, Dell must notify the service provider before 5pm (depending on service contract) customer time. Availability varies.[6] For a complete copy of our Guarantees or Limited Warranties, please write Dell, USA, L.P., One Dell Way, Round Rock, TX 78682. +Download speeds limited to 53 Kbps. Upload speeds are less (in the 30 Kbps range) and vary by modem manufacturer. Speeds also vary depending on line conditions. Analog phone line and compatible server equipment required. For hard drives, GB means 1 billion bytes; total accessible capacity varies depending on operating environment.Dell, Latitude and the Dell Logo are registered trademarks and ExpressCharge is a trademark of Dell Computer Corporation. Intel and Pentium are registered trademarks of Intel Corporation. Microsoft, MS, and Windows 2000 are registered trademarks of Microsoft Corporation. Other trademarks and trade names are the property of their respective owners. © 2002 Dell Computer Corporation. All rights reserved.

State of New Jersey
Volume Purchase Pricing Upgrades
Latitude C510

DELL ®

Processor	
1.06 GHZ Celeron **(C510)**	**standard**

Hard Drives	
20GB	standard
30GB	$75
40GB	$151
40GB 5400RPM	$189
2nd 40GB HD	$189

Keyboard / Mouse / Mouse Pad	
GREY DELL PS2,104,6P KYBD	$22
GREY DELL PERFORMANCE USB	$22
GREY LOGITECH PS/2 or USB 2B INTELLIMOUSE	$15
GREY LOGITECH USB OPTICAL MOUSE	$15

Memory	
128MB 1 DIMM	standard
256MB 2 DIMMS	$38
256MB 1 DIMM	$61
384MB 2 DIMMS	$114
512MB 2 DIMMS	$152

Opeating System (Must be specified on Purchase Order)	
Windows 2000, SP2, CD (FAT 32 or NTFS)	standard
Windows XP Pro, CD (FAT 32 or NTFS)	no charge

DVD's &CDRW's	
24X CD-ROM	standard
8X DVD	$128
24X CDRW	$197
8X CDRW/DVD Combo Drive	$227

Video Memory	

Modem	
Integrated Modem	standard
Xircom RealPort LAN/MDM Combo	$174

Monitors	
17 Dell E772P, 16.0 VIS	$151
17 Dell M782, Flat Screen CRT	$174
17 Gray P793, 16.0 VIS	$212
19 Gray M991,18.0 VIS	$212
19 Gray P992,18.0 VIS	$288
21 Gray P1130,19.8 VIS	$531

Network Adapter	
Integrated NIC	standard
TM1150 WIRELESS CARD	$75

Speakers	
HK-206 Speakers in Gray	$22

Service	
3 Year Next Business Day On-Site Service	standard
3 Year Next Business Day On-Site Service + Complete Care	$169
Gold Technical Support	$69

Other	
Nylon Carrying Case	$37
Deluxe Nylon Carrying Case	$60
Leather Carrying Case	$74
Spare Battery	$98

Zip Drive	
Zip 250	$212
Zip 250 2-pk (w/ Z250 drive)	$30
Zip 250 4-pk (w/ Z250 drive)	$60

Docking	
C/Port 2 Port Replicator	$189
C/Dock 2 Expansion Station	$379

Prices good through December 31st, 2002

State of New Jersey
Volume Purchase Pricing Upgrades
Latitude C640 C840

Processor			Video Memory	
1.6 GHZ P4 **(C640)**	standard		32MB DDR NVIDIA (C840 only)	standard
1.8 GHZ P4 **(C640)**	$45		64MB DDR NVIDIA (C840 only)	$89
2.0GHZ P4 **(C640)**	$135		**Modem**	
1.8 GHZ P4 **(C840)**	standard		Integrated Modem	standard
2.0 GHZ P4 **(C840)**	$90		Xircom RealPort LAN/MDM Combo (C640 only)	$206
Hard Drives			**Monitors**	
20GB	standard		17 Dell E772P, 16.0 VIS	$179
30GB	$89		17 Dell M782, Flat Screen CRT	$206
40GB	$179		17 Gray P793, 16.0 VIS	$251
40GB 5400RPM	$224		19 Gray M992,18.0 VIS	$251
60GB (C840 only)	$314		19 Gray P992,18.0 VIS	$341
2nd 40GB HD	$224		21 Gray P1130,19.8 VIS	$629
Keyboard / Mouse / Mouse Pad				
GREY DELL PS/2, 104, 6P KYBD	$26		**Network Adapter**	
GREY PERFORMANCE USB KYBD	$26		Integrated NIC	standard
GREY LOGITECH PS/2 or USB 2B INTELLIMOUSE	$18		TM1150 WIRELESS CARD	$89
GREY LOGITECH USB OPTICAL MOUSE	$18		**Speakers**	
			HK-206 Speakers in Gray	$26
Memory			**Service**	
128MB 1 DIMM	standard		3 Year Next Business Day On-Site Service	standard
256MB 2 DIMMS	$45		3 Year Next Business Day On-Site Service + Complete Care	$169
256MB 1 DIMM	$72		Gold Technical Support	$69
384MB 2 DIMMS	$135			
512MB 2 DIMMS	$180		**Other**	
512MB 1 DIMM	$270		Nylon Carrying Case	$44
1024MB 2 DIMMS	$540		Deluxe Nylon Carrying Case	$71
			Leather Carrying Case	$89
Opeating System (Must be specified on Purchase Order)			Spare Battery	$116
Windows 2000, SP2, CD (FAT 32 or NTFS)	standard		**Zip Drive**	
Windows XP Pro, CD (FAT 32 or NTFS)	no charge		Zip 250	$251
DVD's &CDRW's			Zip 250 2-pk (w/ Z250 drive)	$35
24X CDROM	standard		Zip 250 4-pk (w/ Z250 drive)	$71
24-10-24X CDRW	$233		**Docking**	
8X DVD/SW	$152		C/Port 2 Port Replicator	$224
8-24-10-24X SWDVDCDRW CMBO	$269		C/Dock 2 Expansion Station	$449

State of New Jersey
Volume Purchase Pricing Upgrades
Optiplex GX260

DELL ®

Processor	
2.0 GHZ P4	standard
2.26 GHZ P4	$37
2.40 GHZ P4	$76
2.53 GHZ P4	$153
2.66 GHZ P4	$268
2.80 GHZ P4	$345

Memory	
128MB 1DIMM NonECC 266MHz DDR	standard
256MB 1DIMM NonECC 266MHZ DDR	$53
384MB 2DIMM NonECC 266MHZ DDR	$84
512MB 1DIMM NonECC 266MHZ DDR	$115
640MB 2DIMM NONECC 266MHz DDR	$153
768MB 2DIMM NONECC 266MHZ DDR	$184
1.0GB 2DIMM NONECC 266MHz DDR	$230

Keyboard / Mouse / Mouse Pad	
GRAY DELL PS/2 ENTRY LEVEL	standard
GRAY DELL PERF USB 7 HOTKEY	$22
DELL USB PERF, FOR WXP, 7 HOTKEY	$22
GRAY DELL SMART CARD USB	$38
MS PS/2 INTELLIMOUSE	$22
LOGITECH USB OPTICAL 2 BUTTON MOUSE	$22
BLUE MOUSE PAD w/ DELL LOGO	standard

Monitors	
17 Dell M782, Flat Screen CRT	standard
17 Dell E771MM,16.0 w/Speakers	no charge
19 Gray M991,18.0 VIS	$39
19 Gray P992,18.0 VIS	$116
21 Gray P1130,19.8 VIS	$401
15 Dell E151FP Flat Panel	$170
15 1504FP Gray Flat Panel	$208
17 1702FP Gray Flat Panel	$439
18 Dell 1800FP Flat Panel	$593
19 Dell 1900FP Flat Panel	$747
20 Dell 2000FP Flat Panel	$978

Video Memory	
DVI Adapter Card	$19
32MB ATI Radeon 7500	$61
32MB ATI Radeon w/VGA cable	$76
32MB ATI Radeon w/DVI cable	$92

Hard Drives	
20GB,EIDE, 7200RPM	standard
40GB, EIDE, 7200RPM	$38
80GB, EIDE, 7200RPM	$76

Opeating System (Must be specified on Purchase Order)	
Windows 2000, SP2, CD (FAT 32 or NTFS)	standard
Windows XP Pro, CD (FAT 32 or NTFS)	no charge

Network Adapter	
3COM PCI 10/100	$38
IBM PCI TRING WOL ACPI NIC	$146

Modem	
Dell 56K V.92 PCI D/F	$38

DVD's &CDRW's (replaces 48X CD-Rom)	
48X CD-ROM	standard
24X CDRW	$61
40X CDRW	$84
16X DVD	$46
32X CDRW/DVD Combo Drive	$115

DVD's &CDRW's (in addition to the 48X CD-Rom- Tower Chassis only)	
24X CDRW	$115
40X CDRW	$130
32X CDRW/DVD Combo Drive	$130

Sound Card	
Sound Blaster Live	$38

Speakers	
HK-206 Speakers in Gray	$30
HK-39.5 Speakers w/Sub in Gray	$38
Integrated speaker	$7

2nd Hard Drives	
20GB EIDE 7200 RPM	$84
40GB EIDE 7200 RPM	$115
80GB EIDE 7200 RPM	$153

Zip Drive (replaces FD in SD chassis)	
Zip 250	$76

Service	
3 Year Next Business Day On-Site Service	standard
Upgrade to 3 Year Next Business Day On-Site Service 4hour 5x10*	$159
Upgrade to 3 Year Next Business Day On-Site Service 4hour 7x24*	$199
Upgrade to 4 Year Next Business Day On-Site Service	$150
Gold Technical Support	$59

Other	
Norton Anti Virus (includes $15 RW fee)(not available w/ Win XP)	$45
Small Form Factor Chassis	$14
Small Mini Tower Chassis	$23
Chassis Stand (for SD chassis)	$12
Zip 250 2-pk (w/ Z250 drive)	$30
Zip 250 4-pk (w/ Z250 drive)	$61
Energy Star Label	no charge
Serial Port Adapter	$7